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SIGNIFICANT ACCOMPLISHMENTS FOR FY-1986PROCUREMENT DIVISION, OL

25X1 1. The Procurement Division completed negotiations for
25X1 engineering services and computer/communications equipment
installations for five FY-86 contracts [redacted]
Incorporated. The contracts affected by this negotiation have a
total negotiated value of \$5,112,000. [redacted]

25X1 2. The Procurement Division negotiated a contract with
Management Science America, Incorporated (MSA), for the purchase of
an Accounts Payable System and Materials Management Inventory System
software licenses. These software packages will be used for test
and evaluation purposes to determine how this software interfaces
with the Agency's Cullinet Database Management system and General
Ledger package. An evaluation will also be made of the functional
capabilities and limitations of the MSA software. This software
will be tested for possible use in the Office of Logistics of the
Commercial Logistics Application System (CLAS). A firm fixed price
contract in the amount of \$299,625 was issued. [redacted]

25X1 3. In January, several contracting officers visited the Chief
and Deputy Chief of Procurement for the NSA to discuss their success
with a contracting officer intern program. Some of the approaches
OL has initiated were considered a success at NSA (i.e., hiring and
training people who possess no experience rather than hiring
experienced people, heavy reliance on a "PAT-B" type test,
interviews for employment screening, and relying on external Agency
training courses and on-the-job training during an intern period.
[redacted]

25X1 4. The Automated Data Processing & Engineering Branch,
Procurement Division, negotiated with DEST to keep the 1985 pricing
in effect. This action resulted in a savings of \$61,243 and six
additional Optical Readers for the Agency. [redacted]

25X1 5. The Automated Data Processing and Engineering Branch,
Procurement Division, definitized a letter contract with Basix
Controls Systems, Incorporated, Carson, CA, in the amount of
\$1,912,389 for the development and installation of a Personnel
Access Security System (PASS). [redacted]

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8. APSS/GPB competitively awarded a substantial contract for 84,600 square yards of carpet tile for the new Headquarters building to Bigelow/Huega Company. The contract contains an option to purchase 10,000 additional square yards of carpet for one year after delivery of the initial carpet and is valued at \$1,122,164 including the option quantity. The competition proceeded without incident, although "11th hour" FOCI deliberations injected a modest delay in making the final award to the successful offeror. The next lowest offeror's bid was several hundred thousand dollars higher, proof once again of the value of the competitive process.

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14. Over the past year the need for intelligent workstations and off-the-shelf portable software tools by Agency staffers has resulted in the procurement of hundreds of IBM compatible personal enthusiastic demand by Agency users for a myriad of PC software products, initiated a plan to open a Headquarters based "Software Store". A concept that when implemented would allow our people the ability to order selected software products similar to a retail store front operation. This concept has now come to fruition through the joint effort of the Office of Information Technology (OIT) and the Office of Logistics. A competitive Request for Proposal was released in July, to several potential software suppliers. The result was the award of two basic ordering agreements. The procurement methodology used will allow software store staff to telephonically place orders to ensure "speedy deliveries." Awards were made to Corporate Software, Inc., and Technology Services, Inc. who will supply the initial product inventory to stock the "Agency Software Store" scheduled to open 4 November 1986. Both companies will be tasked through OIT software store staff as primary suppliers over the next fiscal year for approved "state of the art" products and support services. The initial award of \$360,000 was made 22 September 1986.

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